INDEX TO VOLUME 23 OF *JOURNAL OF PERSONAL SELLING & SALES MANAGEMENT*

Albaum, Gerald. *See* Young, Louise.

Barker, A. Tansu. *See* Menguc, Bulent.

Barksdale, Hiram C., Jr., Danny N. Bellenger, James S. Boles, and Thomas G. Brashear (2003), "The Impact of Realistic Job Previews and Perceptions of Training on Sales Force Performance and Continuance Commitment: A Longitudinal Test," *Journal of Personal Selling and Sales Management,* 23, 2 (Spring), 125–138.

Barnett, Tim. *See* Valentine, Sean.

Barr, Terri Feldman. *See* Dixon, Andrea L.

Bellenger, Danny N. *See* Barksdale, Hiram C., Jr.

Boles, James S., John Andy Wood, and Julie Johnson (2003), "Interrelationships of Role Conflict, Role Ambiguity, and Work–Family Conflict with Different Facets of Job Satisfaction and the Moderating Effects of Gender," *Journal of Personal Selling and Sales Management,* 23, 2 (Spring), 99–113.

———. *See also* Barksdale, Hiram C., Jr.

Brashear, Thomas G. *See* Barksdale, Hiram C., Jr.

Carrillat, François A. *See* Jaramillo, Fernando.

Claxton, Reid P. *See* DelVecchio, Susan K.

Claycomb, Cindy. *See* Porter, Stephen S.

Cravens, David W. *See* Piercy, Nigel F.

Dahlstrom, Robert. *See* Sivadas, Eugene.

DelVecchio, Susan K., James E. Zemanek, Roger P. McIntyre, and Reid P. Claxton (2002–3), "Buyers' Perceptions of Salesperson Tactical Approaches," *Journal of Personal Selling and Sales Management,* 23, 1 (Winter), 39–49.

Dixon, Andrea L., Jule B. Gassenheimer, and Terri Feldman Barr (2003), "Identifying the Lone Wolf: A Team Perspective," *Journal of Personal Selling and Sales Management,* 23, 3 (Summer), 205–219.

Flaherty, Karen. *See* Sallee, Amy.

Gassenheimer, Jule B. *See* Dixon, Andrea L.

Holloway, Betsy B. *See* Park, Jeong-Eun.

Jaramillo, Fernando, François A. Carrillat, and William B. Locander (2003), "Research Note: Starting to Solve the Method Puzzle in Salesperson Self-Report Evaluations," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 369–377.

Johnson, Julie. *See* Boles, James S.

Kellaris, James. *See* Sivadas, Eugene.

Kleiser, Susan Bardi. *See* Sivadas, Eugene.

Kraft, Frederic B. *See* Porter, Stephen S.

Lane, Nikala. *See* Piercy, Nigel F.

Leach, Mark P., and Annie H. Liu (2003), "Investigating Interrelationships Among Sales Training Evaluation Methods," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 327–339.

Lilly, Bryan, Thomas W. Porter, and A. William Meo (2002–3), "How Good Are Managers at Evaluating Sales Problems?" *Journal of Personal Selling and Sales Management,* 23, 1 (Winter), 51–60.

Liu, Annie H. *See* Leach, Mark P.

Locander, William B. *See* Jaramillo, Fernando.

Macintosh, Gerrard. *See* Stevens, Charles D.

Macquin, Anne. *See* Rouziès, Dominique.

McBane, Donald A., Ellen Bolman Pullins, and David A. Reid (2003), "SalesLitDB: A Classification System and Index of the Sales-Related Literature," *Journal of Personal Selling and Sales Management,* 23, 2 (Spring), 115–123.

McFarland, Richard G. (2003), "Crisis of Conscience: The Use of Coercive Sales Tactics and Resultant Felt Stress in the Salesperson," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 311–325.

McIntyre, Roger P. *See* DelVecchio, Susan K.

Menguc, Bulent, and A. Tansu Barker (2003), "The Performance Effects of Outcome-Based Incentive Pay Plans on Sales Organizations: A Contextual Analysis," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 341–358.

Meo, A. William. *See* Lilly, Bryan.

Nonis, Sarath A., and Jeffrey K. Sager (2003), "Coping Strategy Profiles Used by Salespeople: Their Relationships with Personal Characteristics and Work Outcomes," *Journal of Personal Selling and Sales Management,* 23, 2 (Spring), 139–150.

Park, Jeong-Eun, and Betsy B. Holloway (2003), "Adaptive Selling Behavior Revisited: An Empirical Examination of Learning Orientation, Sales Performance, and Job Satisfaction," *Journal of Personal Selling and Sales Management,* 23, 3 (Summer), 239–251.

Piercy, Nigel F., David W. Cravens, and Nikala Lane (2003), "Sales Manager Behavior Control Strategy and Its Consequences: The Impact of Manager Gender Differences," *Journal of Personal Selling and Sales Management,* 23, 3 (Summer), 221–237.

Porter, Stephen S., Frederic B. Kraft, and Cindy Claycomb (2003), "The Practice of a Wellness Lifestyle in a Selling Environment: A Conceptual Exploration," *Journal of Personal Selling and Sales Management,* 23, 3 (Summer), 191–204.

Porter, Thomas W. *See* Lilly, Bryan.

Pullins, Ellen Bolman. *See* McBane, Donald A.

Reid, David A. *See* McBane, Donald A.

Rouziès, Dominique, and Anne Macquin (2002–3), "An Exploratory Investigation of the Impact of Culture on Sales Force Management Control Systems in Europe," *Journal of Personal Selling and Sales Management,* 23, 1 (Winter), 61–72.

Journal of Personal Selling & Sales Management, vol. XXIII, no. 4 (fall 2003), pp. 379–380.

© 2004 PSE National Educational Foundation. All rights reserved.

ISSN 0885-3134 / 2004 $9.50 + 0.00.

Sager, Jeffrey K. *See* Nonis, Sarath A.

Sallee, Amy, and Karen Flaherty (2003), "Enhancing Salesperson Trust: An Examination of Managerial Values, Empowerment, and the Moderating Influence of SBU Strategy," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 299–310.

Schwepker, Charles H., Jr. (2003), "Customer-Oriented Selling: A Review, Extension, and Directions for Future Research," *Journal of Personal Selling and Sales Management,* 23, 2 (Spring), 151–171.

Sivadas, Eugene, Susan Bardi Kleiser, James Kellaris, and Robert Dahlstrom (2002–3), "Moral Philosophy, Ethical Evaluations, and Sales Manager Hiring Intentions," *Journal of Personal Selling and Sales Management,* 23, 1 (Winter), 7–21.

Stevens, Charles D., and Gerrard Macintosh (2002–3), "Personality and Attractiveness of Activities Within Sales Jobs," *Journal of Personal Selling and Sales Management,* 23, 1 (Winter), 23–37.

Valentine, Sean, and Tim Barnett (2003), "Ethics Code Awareness, Perceived Ethical Values, and Organizational Commitment," *Journal of Personal Selling and Sales Management,* 23, 4 (Fall), 359–367.

Wood, John Andy. *See* Boles, James S.

Young, Louise, and Gerald Albaum (2003), "Measurement of Trust in Salesperson–Customer Relationships in Direct Selling," *Journal of Personal Selling and Sales Management,* 23, 3 (Summer), 253–270.

Zemanek, James E. *See* DelVecchio, Susan K.